



Fiscal Year 2021
Report to the General Assembly
July 1, 2020 - March 31, 2021



Missouri Department of
Economic Development



The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes nine categories: Zone, Rural, Statewide, Mega 120, Mega 140, Retention Works, Deal Closing Fund, Retention Works-Auto Manufacturing, and Qualified Military Projects. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program (see: **Missouri Works Summary**).

Missouri Works is a “performance-based” incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company’s benefit period. In addition, each company that participates in the program must execute an agreement with the Missouri Department of Economic Development (DED) to ensure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to section 620.2020.15. RSMo, DED is required to report on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit (see: **Missouri Works Report for Legislators Total Authorized**);
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity. The Net General Revenue Benefit Ratio is reported as the ratio for the project as a whole, with all incentives included (see: **Missouri Works Report for Legislators Total Authorized** and **Missouri Works Report for Legislators Total Closed**); and
5. The Department’s response time for each request for a proposed benefit award under this program (see: **Proposal Assignment Tracking**).

MISSOURI WORKS SUMMARY *July 1, 2020 – March 31, 2021*

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
ZONE WORKS	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for existing MO Business).	None	Project Facility must be located in an Enhanced Enterprise Zone.
RURAL WORKS	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for an existing MO Business).	None	Project facility must be located in a "rural" county, which would not include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County.
STATEWIDE WORKS	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for an existing MO Business).	An additional benefit of up to 6% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll.	
MEGA 120 WORKS	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 3% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll.	
MEGA 140 WORKS	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 2% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll).	
RETENTION WORKS	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years.	Company must be at risk for relocation out of state.
DEAL CLOSING FUND	10	None	100% of County Average Wage	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal. Tax Credits must be issued within 1 year.	
RETENTION WORKS-AUTO MANUFACTURING (DISCRETIONARY)	N/A	\$500,000,000 within 3 years of NOI Approval	N/A	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal.	
QUALIFIED MILITARY PROJECTS	10	Real or Personal Property Amount as outlined in the proposal	90% of County Average Wage	Discretionary	None	Tax Credits equal to estimated withholding taxes for a term no longer than 15 years, and must have been proposed.	Requires an MOU between the Industrial Development Authority and the US Department of Defense.

MISSOURI WORKS REPORT FOR LEGISLATORS *Total Authorized From 7/01/2020 – 3/31/2021*

Company Name/Requestor Program	Product Status	Mo Works Project Type	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ Gross State Product in \$
MISSOURI WORKS - MEGA 120 WORKS								
CASEY'S MARKETING COMPANY	Approved	Statutory	\$936,254.00	\$1,077,195.00	125	\$40,000,000.00		
CERNER CORPORATION	Approved	Statutory	\$41,871,635.00	\$0.00	1233	\$423,701,863.00		
CERNER CORPORATION	Approved	Discretionary	\$7,640,810.00	\$0.00	175	\$423,701,863.00	2.16	\$88,381,927.00
NOBLE PEOPLE LLC	Approved	Statutory	\$3,943,383.00	\$5,833,600.00	450	\$8,000,000.00		
TOTAL MEGA 120 WORKS			\$54,392,082.00	\$6,910,795.00	1,983	\$895,403,726.00		\$88,381,927.00
MISSOURI WORKS - MEGA 140 WORKS								
IBM CORPORATION	Approved	Statutory	\$8,002,784.00	\$7,688,949.00	406	\$0.00		
WORLD WIDE TECHNOLOGY HOLDING CO. LLC	Approved	Statutory	\$1,498,632.00	\$2,104,413.00	100	\$0.00		
TOTAL MEGA 140 WORKS			\$9,501,416.00	\$9,793,362.00	506	\$0.00		
MISSOURI WORKS - RURAL WORKS								
BLUEBIRD BOTANICAL LTD.	Approved	Statutory	\$0.00	\$388,684.00	41	\$6,000,000.00		
POLYSOL LLC	Approved	Statutory	\$0.00	\$10,650.00	3	\$100,000.00		
TOTAL RURAL WORKS			\$0.00	\$399,334.00	44	\$6,100,000.00		
MISSOURI WORKS - STATEWIDE WORKS								
ACCENTURE FEDERAL SERVICES LLC	Approved	Statutory	\$0.00	\$3,103,026.00	200	\$9,950,004.00		
ADVOCADO INC.	Approved	Statutory	\$0.00	\$1,189,318.00	101	\$0.00		
ANDERS, MINKLER, HUBER & HELM LLP	Approved	Statutory	\$0.00	\$285,202.00	15	\$0.00		
AUTOMOTIVE INNOVATIONS INC.	Approved	Statutory	\$0.00	\$952,459.00	106	\$494,050.00		
BASTIAN SOLUTIONS	Approved	Statutory	\$0.00	\$891,464.00	93	\$3,250,000.00		
BIMBO BAKERIES USA	Approved	Statutory	\$0.00	\$217,507.00	45	\$2,200,000.00		
BLUESCOPE BUILDINGS NORTH AMERICA INC.	Approved	Discretionary	\$2,786,571.00	\$0.00	121	\$17,800,000.00	4.26	\$935,913,000.00
BUCS LLC DBA BUCSANALYTICS	Approved	Statutory	\$0.00	\$600,614.00	57	\$2,750,000.00		
CATALENT CTS (KANSAS CITY) LLC	Approved	Statutory	\$0.00	\$1,529,835.00	200	\$85,644,000.00		
CBIZ OPERATIONS INC.	Approved	Statutory	\$0.00	\$658,115.00	45	\$515,000.00		
COSMOS CORPORATION	Approved	Statutory	\$0.00	\$286,939.00	20	\$500,000.00		
DEALERCUE AUTOMOTIVE CORP	Approved	Statutory	\$0.00	\$342,905.00	37	\$475,100.00		
DIGICAN PRINTING LLC	Approved	Statutory	\$0.00	\$244,989.00	25	\$8,650,176.00		
ENGINEERED TAX SERVICES	Approved	Statutory	\$0.00	\$291,365.00	16	\$2,250,000.00		
FAVORITE FISHING USA LLC	Approved	Statutory	\$0.00	\$175,863.00	45	\$21,000,000.00		

MISSOURI WORKS REPORT FOR LEGISLATORS *Total Authorized From 7/01/2020 – 3/31/2021*

Company Name/Requestor Program	Product Status	Mo Works Project Type	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ Gross State Product in \$
FFE TRANSPORTATION SERVICES INC.	Approved	Discretionary	\$120,218.00	\$316,413.00	59	\$5,900,000.00	4.26	\$82,404,000.00
FS SWANSEA MO LLC DBA FREIGHT SOLUTIONS	Approved	Statutory	\$0.00	\$686,532.00	84	\$317,884.00		
HUGHESLEAHYKARLOVIC LLC DBA HLK	Approved	Statutory	\$0.00	\$1,456,299.00	57	\$9,950,004.00		
ICL SPECIALTY PRODUCTS INC.	Approved	Statutory	\$0.00	\$299,791.00	30	\$17,623,000.00		
INNOVA SUPPLY INC.	Approved	Statutory	\$0.00	\$321,165.00	110	\$1,200,000.00		
JOHN DEERE REMAN (REGEN TECHNOLOGIES LLC)	Approved	Discretionary	\$1,976,833.00	\$0.00	128	\$10,900,000.00	1.74	\$269,592,000.00
JOST CHEMICAL CO.	Approved	Statutory	\$0.00	\$158,206.00	17	\$8,689,612.00		
LEAR CORPORATION MISSOURI	Approved	Statutory	\$0.00	\$1,376,582.00	167	\$16,210,767.00		
LEGION INDUSTRIAL EQUIPMENT LLC	Approved	Statutory	\$0.00	\$178,925.00	20	\$2,250,000.00		
M S INTERNATIONAL INC.	Approved	Statutory	\$0.00	\$143,361.00	18	\$3,176,899.00		
MILLER'S, INC. DBA MILLER'S PROFESSIONAL IMAGING CO.	Approved	Statutory	\$0.00	\$528,865.00	90	\$7,500,000.00		
MONARCH ADVANCED SCIENCES	Approved	Statutory	\$0.00	\$176,385.00	20	\$850,000.00		
NBKC BANK	Approved	Statutory	\$0.00	\$118,100.00	10	\$0.00		
O'FALLON CASTING LLC	Approved	Statutory	\$0.00	\$167,145.00	15	\$0.00		
PATRIOT MACHINE INC.	Approved	Statutory	\$0.00	\$1,138,535.00	147	\$29,000,000.00		
PD INNOVATIVE LLC	Approved	Statutory	\$0.00	\$131,146.00	10	\$0.00		
PLASMADENT INC.	Approved	Statutory	\$0.00	\$83,842.00	10	\$0.00		
PLAYPOWER LT FARMINGTON INC.	Approved	Discretionary	\$307,914.00	\$656,884.00	82	\$2,030,000.00	3.91	\$192,966,000.00
REFUGE AND RESTORATION	Approved	Statutory	\$0.00	\$338,337.00	40	\$6,900,000.00		
REPURPOSED THERAPEUTICS INC. DBA DEFENDER PHARMACEUTICALS INC.	Approved	Statutory	\$0.00	\$154,788.00	10	\$0.00		
SAFE PPE USA INC.	Approved	Statutory	\$0.00	\$801,261.00	125	\$7,525,000.00		
SCHREIBER FOODS INC.	Approved	Statutory	\$0.00	\$197,451.00	16	\$2,200,000.00		
SDNG LLC	Approved	Statutory	\$0.00	\$1,389,395.00	225	\$10,000,000.00		
SENTINEL EMERGENCY SOLUTIONS LLC	Approved	Statutory	\$0.00	\$165,807.00	17	\$5,500,000.00		
SIERRA BULLETS LLC	Approved	Statutory	\$0.00	\$253,870.00	25	\$2,000,000.00		
SINZENARD INTERNATIONAL FOOD MANUFACTURERS LLC	Approved	Statutory	\$0.00	\$634,143.00	73	\$0.00		
SWIFTE PREPARED FOODS FKA PLUMROSE USA	Approved	Discretionary	\$1,009,730.00	\$1,292,454.00	190	\$68,600,000.00	2.15	\$987,254,000.00
THE DURHAM COMPANY	Approved	Statutory	\$0.00	\$227,440.00	72	\$12,500,000.00		
WEG TRANSFORMERS USA LLC	Approved	Statutory	\$0.00	\$422,657.00	64	\$16,500,000.00		
WISECONNECT INC.	Approved	Statutory	\$0.00	\$396,398.00	57	\$0.00		
TOTAL STATEWIDE WORKS			\$6,201,266.00	\$24,981,778.00	3,114	\$402,801,496.00		\$2,468,129,000.00

MISSOURI WORKS REPORT FOR LEGISLATORS *Total Authorized From 7/01/2020 To 3/31/2021*

Company Name/Requestor Program	Product Status	Mo Works Project Type	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ Gross State Product in \$
MISSOURI WORKS - ZONE WORKS								
AI BOTTLING LLC	Approved	Statutory	\$0.00	\$71,481.00	19	\$2,050,000.00		
BALMORAL ASSOCIATES LLC DBA DATOTEL	Approved	Statutory	\$0.00	\$83,985.00	11	\$3,450,000.00		
BELLEVILLE SHOE MANUFACTURING COMPANY	Approved	Statutory	\$0.00	\$772,774.00	158	\$2,720,000.00		
CABKA NORTH AMERICA INC.	Approved	Statutory	\$0.00	\$189,261.00	15	\$2,137,988.00		
CAPITAL POLYMERS LLC	Approved	Statutory	\$0.00	\$237,722.00	85	\$50,000,000.00		
CHEWY INC.	Approved	Statutory	\$0.00	\$3,909,547.00	800	\$143,200,000.00		
CRYOVAC LLC FKA SEALED AIR	Approved	Statutory	\$0.00	\$98,162.00	12	\$18,500,000.00		
DAILY'S PREMIUM MEATS LLC	Approved	Statutory	\$0.00	\$74,225.00	10	\$8,776,122.00		
ENVOY AIR INC.	Approved	Statutory	\$0.00	\$78,132.00	10	\$1,350,000.00		
FAIR PLAY FINE MEATS LLC	Approved	Statutory	\$0.00	\$23,573.00	4	\$275,000.00		
FEELZ GOOD GREEN PRODUCTS LLC	Approved	Statutory	\$0.00	\$380,437.00	39	\$5,500,000.00		
GRAVES INVESTMENT COMPANY INC.	Approved	Statutory	\$0.00	\$218,822.00	33	\$6,000,000.00		
HENKEL US OPERATIONS CORP.	Approved	Statutory	\$0.00	\$249,805.00	16	\$40,400,000.00		
HERTZOG PREMIUM BEEF	Approved	Statutory	\$0.00	\$32,726.00	7	\$245,000.00		
HIPPOS LLC	Approved	Statutory	\$0.00	\$607,410.00	63	\$8,500,000.00		
JACOB RIEGER & COMPANY LLC	Approved	Statutory	\$0.00	\$178,663.00	14	\$2,500,000.00		
KENCO LOGISTIC SERVICES LLC	Approved	Statutory	\$0.00	\$333,833.00	31	\$12,777,667.00		
LAKESIDE CASTING SOLUTIONS LLC	Approved	Statutory	\$0.00	\$77,197.00	15	\$1,950,000.00		
LSC COMMUNICATIONS US LLC	Approved	Statutory	\$0.00	\$38,592.00	25	\$1,999,000.00		
MELALEUCA INC.	Approved	Statutory	\$0.00	\$1,390,987.00	202	\$33,300,000.00		
MIDWEST DISTILLERY COMPANY LLC	Approved	Statutory	\$0.00	\$63,335.00	11	\$1,850,000.00		
MTC HOLSTERS LLC	Approved	Statutory	\$0.00	\$56,416.00	10	\$600,000.00		
PATRIOT MEDICAL DEVICES LLC	Approved	Statutory	\$0.00	\$165,942.00	22	\$800,000.00		
REFRESCO BEVERAGES US INC.	Approved	Statutory	\$0.00	\$271,667.00	32	\$20,000,000.00		
TOTAL ZONE WORKS			\$0.00	\$9,604,694.00	1,644	\$368,880,777.00		
TOTAL ENDING 7/01/2020 - 3/31/2021			\$70,094,764.00	\$51,689,963.00	8330	\$1,673,185,999.00		\$2,556,510,927.00

MISSOURI WORKS REPORT FOR LEGISLATORS *Total Closed From 7/01/2020 – 3/31/2021*

Company Name/ Requestor Program	Product Status	Mo Works Project Type	Retained Jobs (Projected)	Retained Jobs (Actual)	Total Benefits Authorized (Projected)	Total Benefits Issued (Actual)	New Jobs (Projected)	New Jobs (Actual)	Investment (Projected)	Investment (Actual)	Net General Revenue Benefit Ratio (Projected)	Value-Added/ Gross State Product in \$ (Projected)	Net General Revenue Benefit Ratio (Actual)	Value-Added Gross State Product in \$ (Actual)
MISSOURI WORKS - RETENTION WORKS														
POPULOUS HOLDINGS INC.	Closed	Discretionary	180	180	\$3,083,128.00	\$3,083,128.00	0	0	\$7,000,000.00	\$200,394,990.00	1.24	\$977,000.00	4.62	\$258,852,000.00
SKF USA INC.	Closed	Discretionary	388	368	\$1,303,424.00	\$1,303,421.00	0	0	\$31,429,037.00	\$12,805,213.00	3.5	\$8,279,548.00	6.85	\$22,619,000.00
TOTAL RETENTION WORKS			568	548	\$4,386,552.00	\$4,386,549.00	0	0	\$38,429,037.00	\$213,200,203.00		\$9,256,548.00		\$281,471,000.00
MISSOURI WORKS - RURAL WORKS														
HELLEBUSCH TOOL & DIE INC.	Closed	Statutory			\$48,270.00	\$32,071.00	4	0	\$150,000.00	\$715,000.00				
UNICO INC.	Closed	Statutory			\$26,288.00	\$24,841.00	10	0	\$1,750,000.00	\$264,248.00				
TOTAL RURAL WORKS					\$74,558.00	\$56,912.00	14	0	\$1,900,000.00	\$979,248.00				
MISSOURI WORKS - STATEWIDE WORKS														
FUJIFILM HOLDINGS AMERICA CORPORATION	Closed	Statutory			\$391,236.00	\$178,467.00	49	20	\$460,000.00	\$0.00				
NILES MEDIA GROUP INC.	Closed	Statutory			\$96,012.00	\$96,012.00	10	7	\$0.00	\$0.00				
RLC LLC DBA RENAISSANCE	Closed	Statutory			\$110,628.00	\$110,628.00	10	36	\$435,000.00	\$0.00				
ROLL ON TRANSPORTATION INC.	Closed	Statutory			\$68,203.00	\$27,986.00	23	0	\$0.00	\$0.00				
SPRING VENTURE GROUP LLC	Closed	Statutory			\$3,909,003.00	\$3,909,003.00	130	363	\$1,500,000.00	\$0.00				
TOYOTA MOTOR MANUFACTURING	Closed	Statutory			\$737,625.00	\$737,625.00	25	0	\$11,000,000.00	\$0.00				
TOTAL STATEWIDE WORKS					\$5,312,707.00	\$5,059,721.00	247	426	\$13,395,000.00	\$0.00				
MISSOURI WORKS - ZONE WORKS														
LEGGETT & PLATT INC.	Closed	Statutory			\$92,943.00	\$92,943.00	25	21	\$100,000.00	\$100,000.00				
SPOKE LLC	Closed	Statutory			\$30,700.00	\$19,153.00	3	0	\$125,000.00	\$334,500.00				
TRABON PRINTING COMPANY INC.	Closed	Statutory			\$175,405.00	\$55,489.00	23	10	\$8,361,436.00	\$850,720.00				
TOTAL ZONE WORKS					\$299,048.00	\$167,585.00	51	31	\$8,586,436.00	\$1,285,220.00				
TOTAL ENDING 7/01/2020 - 3/31/2021			568	548	\$10,072,865.00	\$9,670,767.00	312	457	\$62,310,473.00	\$215,464,671.00		\$9,256,548.00		\$281,471,000.00

Two companies were disapproved/denied from the MO Works Program.

PROPOSAL ASSIGNMENT TRACKING

(July 1, 2020 – March 31, 2021)

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
QTR 1			
2007001	18	3	21
2007004	2	6	2
2007004	2	6	2
2007005	2	4	1
2007008	1	5	1
2007008	1	5	1
2007008	1	5	1
2008002	6	6	0
2008005	0	6	0
2008006	0	6	0
2008006	0	6	0
2008009	5	7	3
2008012	2	9	1
2008015	2	3	0
2008016	0	4	0
2008017	3	2	2
2008018	0	4	0
2008018	0	4	0
2009004	16	1	2
2009007	0	6	0
2009008	2	2	0
2009009	2	8	1
2009012	1	4	5
2009013	2	3	1
Average Response Time in Days			1.83
QTR 2			
2008019	1	4	5
2010002	2	1	0
2010003	4	4	0
2010005	2	6	1
2011001	1	7	0
2011003	4	3	7
2011004	4	3	7
2011005	7	8	0
2011006	3	6	9
2011009	2	6	1
2011011	7	3	10
2011012	6	9	0
2012001	3	4	7
2012002	2	3	1
2012004	3	2	2
Average Response Time in Days			3.33

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
QTR 3			
2007009	1	9	0
2010013	5	5	0
2101001	4	3	0
2101002	11	3	14
2101003	20	2	22
2101004	11	6	0
2101005	2	4	0
2102002	2	5	0
2102004	1	6	0
2102007	7	22	29
2103010	5	10	0
2103011	7	9	0
Average Response Time in Days			5.42